

Message Text

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PASS COMMERCE/BEWT

E. O. 11652: GDS

TAGS: ETRD, EAIR, UR

SUBJ: AVIAEKSPORT CHAIRMAN COMMENTS ON AVIATION
QUESTIONS

1. COMATT AND COMOFF PAID INTRODUCTORY CALL JANUARY 27 ON AVIAEKSPORT CHAIRMAN V.S. STUDENIKIN, WHO ASSUMED PRESENT JOB IN JULY 1974 AFTER FOUR YEARS (1969-73) ON AMTORG STAFF IN NEW YORK AND ONE YEAR AS AVIAEXPORT VICE CHAIRMAN. IN COURSE OF CONVERSATION TUDENIKIN MADE FOLLOWING COMMENTS ON CURRENT AVIATION QUESTIONS.

2. AIRWORTHINESS AGREEMENT: STUDENIKIN APPEARED MILDLY UNHAPPY WITH US APPROACH TO AIRWORTHINESS AGREEMENT. HE COMPLAINED ABOUT U.S. REQUIREMENT THAT COMMITMENT TO "SUBSTANTIAL PURCHASES" OF U.S. WIDE-BODIED JETS PRECEDE CONCLUSION OF AGREEMENT AND SUGGESTED THAT SINCE BOTH COUNTRIES WERE NOW ICAO MEMBERS, ITS CERTIFICATION PROCEDURES MIGHT OBTAIN NEED FOR AIRWORTHINESS AGREEMENT. (NOTE: WE ARE UNCLEAR WHAT STUDENIKIN SUGGESTING HERE.) HE INDICATED, HOWEVER, THAT USSR WOULD CONTINUE TO GO ALONG WITH BILATERAL AGREEMENT IF U.S. WISHED.

3. PROPOSED LOCKHEED AND BOEING DEALS: STUDENIKIN SAID AGREEMENT ON AIRCRAFT SALES AND TECHNOLOGICAL COOPERATION WAS QUITE POSSIBLE, ALTHOUGH HE CITED POTENTIAL PROBLEM POSED BY EXPORT LICENSING REQUIREMENTS FOR TECHNOLOGY AND NOTED THAT BOTH LOCKHEED AND BOEING WERE PROMINENT MEMBERS OF
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"MILITARY-INDUSTRIAL COMPLEX." INTERESTINGLY, HE DID NOT

MENTION NON-AVAILABILITY OF EXIM CREDITS AS BAR TO AIRCRAFT SALES.

4. POSSIBLE SALES OF TU-144: ASKED ABOUT COMMERCIAL PROSPECTS FOR SUPERSONIC TU-144, STUDENIKIN DISMISSED POSSIBILITY OF MARKETING "FIRST GENERATION" ABROAD. HE HELD OUT HOPE FOR SALES OF "SECOND GENERATION" SOVIET SST, HOWEVER.

5. AIRPORT EQUIPMENT: IN STUDENIKIN'S OPINION, FRENCH FIRMS HAVE SOVIET MARKET FOR AIRPORT EQUIPMENT (PASSENGER AND BAGGAGE HANDLING, AIRCRAFT SERVICING, ETC.) FAIRLY WELL SEWN UP FOR NEXT FEW YEARS. HE NOTED "CLOSE, FRIENDLY RELATIONS" WITH FRENCH FIRMS IN THIS AREA.

6. COMMENT: COMMERCIAL OFFICE BELIEVES THAT MAJOR TRADE OPPORTUNITY FOR U.S. PRODUCERS OF THIS SORT OF EQUIPMENT WILL DEVELOP AS, IF AND WHEN U.S. ENGINEERING FIRM SUCH AS LEWIS BERGER/TAMS CONSORTIUM LANDS CONTRACT FOR ALL NEW AIRPORT (SEE MOSCOW 18565). QUIZZED ON THIS POSSIBILITY, STUDENIKIN GAVE NO INDICATION THAT CONSTRUCTION OF NEW AIRPORT WAS EVEN UNDER CONSIDERATION. END COMMENT.
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